

Message Text

CONFIDENTIAL

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43

ACTION COME-00

INFO OCT-01 ARA-16 NEA-10 ISO-00 EB-11 OMB-01 TRSE-00

XMB-07 OPIC-12 CIEP-02 DRC-01 RSC-01 /062 W

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R 030905Z APR 74

FM AMEMBASSY TEL AVIV

TO AMEMBASSY QUITO

INFO SECSTATE WASHDC 2051

AMCONSUL GUAYAQUIL

C O N F I D E N T I A L TEL AVIV 1953

E.O. 11652: GDS

TAGS: BEXP, EC, IS

SUBJ: ISRAEL AIRPORT INDUSTRIES(JNIAI)

REF: QUITO 2118

FOR COMMERCE

1. BEGIN UNCLASSIFIED: ISRAEL AIRCRAFT INDUSTRIES (IAI) IS WHOLLY OWNED BY GOVT AND IS LARGEST INDUSTRIAL ENTERPRISE IN ISRAEL. WHILE EXERCISING CONSIDERABLE AUTONOMY IN BUSINESS MATTERS, IAI IS ESSENTIALLY AN ARM OF GOI MINISTY OF DEFENSE. INDUSTRIAL REPUTATION IS EXCELLENT. FINACIAL SITUATION IS GOOD, BUT RELIABLE DETAILS ARE LACKING DUE GOVT SUBSIDIES AND SECURITY CONSIDERATIONS. ACCORDING PUBLISHED DATA, NET PROFIT IN FY 72/73 WAS 2.85 MILLION DOLLARS ON SALES OF 169 MILLION DOLLARS. IAI'S EXPORT OF AIRCRAFT REPORTEDLY TOTALLED 35 MILLION DOLLARS IN 1973. END UNCLASSIFIED.

2. BEGIN CONFIDENTIAL: WE ARE NOT SURPRISED AT AGRESSIVE EFFORT SELL WESTWIND, IN WHICH IAI HAS HIGH HOPES IN EXPORT MARKET. FIRM HAS SOLD TWENTY AIRCRAFT THUS FAR MOSTLY IN NORTH AMERICAN WHERE ATLANTIC AVIATION HANDLES DISTRIBUTION. ONLY
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KNOWN PREVIOUS SALE IN LATIN AMERICA WAS TO NATIONAL

BANK OF MEXICO. UNDERSTAND 1123 WESTWIND BEING
MODIFIED TO MEET FAA NOISE STANDARDS AND NEW MODEL
SCHEDULED TO APPEAR IN ABOUT ANOTHER YEAR.
VELIOTES

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NNN

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